



# eSourcing in Action

*Using EC eSourcing to Streamline & Automate the Impossible*

## **Background:**

A national facility management provider issued their annual snow removal bid using EC eSourcing instead of their traditional email based process. Their goal was to streamline and automate a very cumbersome and inefficient process. EC eSourcing proved to be a game changer—creating major efficiencies in process, data management, supplier participation and time.

## **Previous Process:**

In years past, this RFP was issued by region via email. Each regional manager was responsible for their territory. Each manager then spent three to four weeks consolidating the information, negotiating with suppliers and analyzing data. The summarized information was then forwarded to a centralized group that reviewed, accepted, and finalized contracts.

## **Inefficiencies with previous process:**

- Tedious & manual with many painful steps
- Prone to human error
- Requires several people to manage
- Cycle time too long - frustrating all, including vendors

## **Efficiencies Gained with EC eSourcing:**

Instead of sending separate bids locally, only one project was needed using EC eSourcing. With the click of a button, EC eSourcing's **Dynamic Invitation** feature automatically invited suppliers to bid on the 50 or 60 sites within their approved service areas (by zip code). Each supplier could only see their area; they were blocked from the other 7500 locations. Then EC eSourcing's auto-reminder feature followed up with suppliers at predefined dates if they were falling behind. This virtually eliminated the need to follow-up via phone. Lastly, real-time visibility of the project status and analysis allowed for faster and better decisions by management who was able to monitor the process on a part-time basis with fewer people.

## **Key Improvements:**

- 50% cycle time improvement
- 50% less internal investment required
- Bidder participation increase of 30%
- Supplier technical questions: ZERO

## **Key Stats:**

- Regions covered — Nationwide
- Service location included — 7,500
- Reminders sent by EC eSourcing - 2,500
- Participating Service Providers — 1,716
- Bid submissions — 992 (58%)

*Sourcing. Simplified.*



*“After implementing and using EC Sourcing in North America, we expanded the system to Europe, LATAM and APAC. Global implementation was extremely successful because our dedicated account manager knew procurement and understood our needs first-hand.”*

*Vice President Global Procurement  
\$4B Diversified Holding Company*

## Our Solutions & Approach

EC Sourcing Group offers robust yet easy to use technology for today's strategic sourcing & procurement professional. Created for and by industry procurement and sourcing veterans, EC Sourcing Group's solutions are engineered completely with procurement leaders & sourcing practitioners like you in mind. We understand exactly the kind of day-to-day data and stakeholder-management issues you deal with and have developed a suite of powerful, elegant solutions that makes your job easier, faster, more efficient and more profitable.

We offer the following modules in our solution:

- ⇒ [EC eSourcing \(eRFI, eRFX, eAuctions\)](#)
- ⇒ [EC Optimize \(Bid-Scenario & Award Optimization\)](#)
- ⇒ [EC Supplier \(Supplier Management\)](#)
- ⇒ [EC Spend \(Spend Analysis & Category Analytics\)](#)
- ⇒ [EC Contracts \(Contract Visibility & Management\)](#)
- ⇒ [EC Workflow \(Project Workflow\)](#)
- ⇒ [EC Insights \(Decision Support Insights for Leadership\)](#)

In addition, each customer has a dedicated account manager that is a former sourcing & procurement professional who will train your team during actual events. Having worked with hundreds of procurement leaders across thousands of sourcing & procurement project scenarios, we can also offer ad-hoc sourcing advice or be a sounding board for idea generation and innovations as well.

READ OUR CUSTOMER REVIEWS HERE:

<https://www.ecsourcinggroup.com/category/user-reviews/>

### OUR SOLUTION:

- Is Easy to Learn and Use
- Reflects Your Day-To-Day Reality
- Is a Faster, Easier Start-up – resulting in faster ROI
- Increases Buyer Acceptance – leading to more spend under management
- Requires No Training for Suppliers – making it easier for suppliers makes it easier for you
- Seamlessly integrates with your chosen process

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